

ART OF INCREASING INCOME CAN BE LEARNED, SAYS M'LISS

She Interviews Miss Mary H. Ingham, Who Knows All About Stocks and Bonds and "Spiking" the Get-rich-quick Schemes

"OUT of their stockings and into safe, sound and lucrative investments!" Sounds like a peace party slogan, that, but it was simply the answer that Miss Mary H. Ingham made when I asked her what women ought to do with their money.

This clever woman who, without losing any of her femininity, seems to be able to grasp all of those subjects supposedly comprehensible only to the masculine mind, including the workings of the stock market, is engaged in a work unique in the history of this city.

She is teaching women how to invest their money. A large brokerage firm with offices all over the world employs her solely to look after their women investors here, to give to them of her financial knowledge and to guide them in "placing" their capital.

"The money of women," she told me when I invaded her office on Chestnut street, "is needed in the development of the country. Their principal should take an active part in the money affairs of the world. It should not be idle and for their own sake it should be invested in a way to make it yield the biggest interest."

"There are two kinds of women. Those who think the only safe way of keeping money is to have it by them—in the stocking or the mattress. The other type respond to the advances of the 'get-rich-quick' schemes. I had one woman come to me recently to ask me about making an investment that was advertised to yield 1000 per cent. profits. Imagine that!"

Women are easily victimized, in the opinion of Miss Ingham, because they have had little or no training in money matters. To the average woman the working of a stock ticker is as intelligible as the clicking of a telegraph instrument. She doesn't know a stock from a bond, a wild-cat scheme from a gilt-edged security. She needs to be shown.

For lack of time or opportunity to find good investments, or lack of knowledge about them, many women receive much less income than they ought to have. A readjustment of principal, this finance expert declares, will often result in an increase with as good or better security. It is the duty of Miss Ingham to give unprejudiced advice and to dispense information concerning investments.

"I am just as interested in the woman with a small amount as in the one with a fortune. She who has several hundred dollars should be able to get as good a rate proportionately as she who can sign her check for large sums. No matter what the principal is, a woman should feel that she is getting the very largest yield that she can hope to safely. We believe here that experience and knowledge are best safeguards for women, and I think that every investor should realize that there are duties and responsibilities attached to the investing of money as well as rights."

Not to Be Found in Hoyle

The supreme triumph of tact over inclination is when a bridge-friend smiles sweetly at the partner who has trumped her ace and remarks: "It doesn't really matter, George!"

What Does the Lady Mean?

Professor Emily Greene Balch, of Wellesley, says that the war will create a new sex—the international. Whatever it means, many a man will protest that there are too many already.

Governmental Intrusion?

If a young woman walks up your front door step, rings your bell and when you come to answer says: "Good morning, I'm here to show you how to run your house," don't be surprised or think she is crazy. She isn't at all. She's merely a teacher in home economics employed by Uncle Sam to demonstrate the easiest, best and most economical ways of making the wheels of domesticity revolve.

If you are living in Philadelphia, however, she isn't likely to come around, for her activities are confined to the rural districts and small villages. According to a recent interview with one of the teachers, it isn't the easiest thing in the world to walk into a woman's house and convince her that she's doing things all wrong. It requires some tact before even the threshold can be passed, but once she gets by the battle between the old and the new—ancient methods of performing household tasks versus modern methods—begins.

The way that mother used to do is not necessarily the most efficient way, but some pains are required before many people grasp this. Making friends with the daughters of the farmers' wives is one of the means of getting into the household without being considered a modder.

"Once the teacher is in the house," said the Government young woman explaining her tactics, "it's an easy step to talk to the mother about her canning and preserving. One step leads to another. I have on several occasions been grudgingly admitted to the farm-house on the pretext of examining the young girls' canned tomatoes or peaches, and before leaving have given advice, sometimes actual lessons on becoming colors, the way to preserve eggs for winter use, how to mix cement for a floor, how to stop nose bleed, the best food for laying hens, four ways of making use of left-over bread and a dozen or more other subjects."

It stands to reason that the teachers must be very versatile in order to come up to the Government's idea of what an instructor in home economics should be. And there are 400 of them in the Southern States alone teaching women their business, which makes of this quite a profession.

They have been at work for only two years, but despite the fact that they report a gratifying success, it seems curious to think that an outsider could go in and give a Southern woman any pointers in the culinary and domestic art.

However, the efficiency bug seems to have descended upon the land with a vengeance. Who among us can hope to escape it?

They Will Crop Up

The subject of trousers for women will not be downed. I hear that many of the English women who have joined the labor ranks because of war conditions have done them. Those who have taken the places of men on the farms and in the munitions factories find the masculine garb more comfortable to work in.

There's safety in numbers. I reckon the 3000 women who are employed in one factory alone in Glasgow could wear anything they wanted to without exciting adverse comment.

Letters to the Editor of the Woman's Page

Address all communications to M'LISS, care of the Evening Ledger. Write on one side of the paper only.

Dear M'LISS—What can I use to mend a rubber article? I often want to patch up hot water bottles, typography apparatus, bulbs of cameras, rubbers, etc.

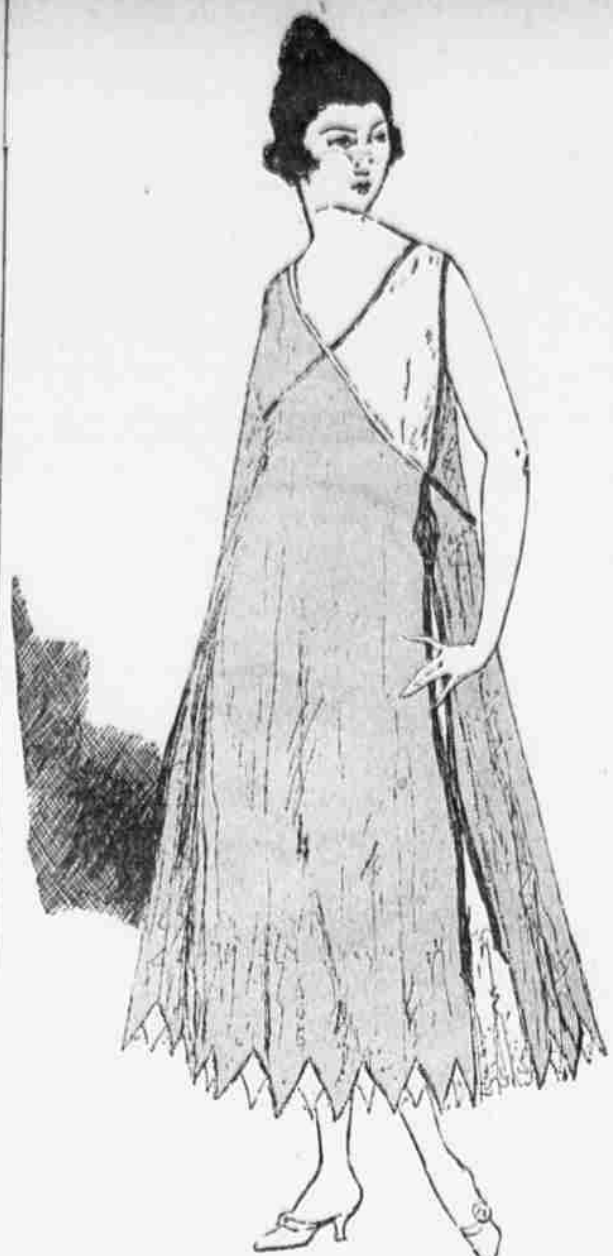
An authority says that a cement made of pure rubber dissolved in chloroform will work wonders. This must be applied very quickly, as it hardens almost immediately.

Dear M'LISS—What will clean marble? CAREFUL. If you will remember to always keep a cup of salt at hand your marble will need no other cleanser. Just rub it on like the ordinary polish.

Dear M'LISS—How can I get the odor of fish or onions out of my kitchen utensils? HOUSEKEEPER. The best way to do this is by placing the tins in a hot oven for a few minutes after washing them in hot water and drying.

Dear M'LISS—How can I clean my watch at home? H. H. L. I wouldn't advise you to try it, but if you want to take the risk, here are the directions. Immerse your watch in gasoline, having the back and face both open. Leave it open until the gasoline has entirely evaporated, and then oil it carefully with the best oil you can procure. You can tell by the residue in the gasoline whether you have removed the dirt or not.

SEEN IN THE SHOPS



A WILL-O'-THE-WISP LOUNGING ROBE

ONE of the very newest arrivals in the world of lingerie is called the will-o'-the-wisp negligee. This is the name of a special material, a sheer, diaphanous fabric in which is gossamer in its thinness and so easily resembles marquisette. The colorings are changeable, cloudy cream color being shot with rainbow tints, or green touched with purple.

Today's illustration shows a negligee of cream-colored will-o'-the-wisp, touched with peacock blue. An edging of peacock blue satin is applied by means of a narrow band of hemstitching, and the satin is in turn bordered by the marquisette.

Graceful folds of the satin fall at either side just below the hips, and the bottom of the robe is finished with the Dyke points, picoté edges. The price is \$37.50.

Full particulars as to the place where this costume can be purchased may be obtained by sending a stamped, self-addressed envelope to the Editor of the Woman's Page, EVENING LEDGER, 608 Chestnut street. Please mention the article appeared.

Fashions and Fads The coat dress is one of the most convenient garments ever invented.

Vests are important, some being trimmed with fur. The chic is the up-to-date girl in her fur-topped boots.

Marion Harland's Corner

Preserving White Roses

I AM coming to your Corner for advice. Can you tell me how to keep white roses without waxing them? I have some that I would like to keep, but waxing destroys their naturalness. I am enclosing a self-addressed and stamped envelope for reply. I should like an answer soon, as the roses will wilt and be beyond saving. DORA E.

As you have been told by mail, I know of nothing that will preserve the color and texture of rose petals. I do not even know how to wax them. I have seen them thus prepared, and ghastly caricatures they were of the living flowers. It was a failing bride. If roses may be kept white and fragrant for any length of time we shall be happy to advertise the recipe.

Searching for a Poem

Maybe you or some of your readers could help me find a poem entitled "Our Railroad," which appeared in a monthly magazine 12 or 15 years ago. It begins like this:

He stood at the station, she at his side; She wore a fading bride. On their wedding day they were going now. It always follows the wedding "D. A. B."

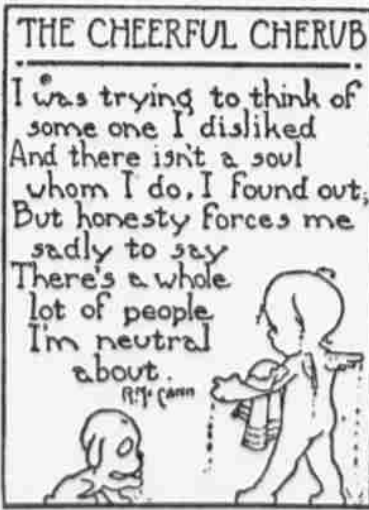
The run upon lost, strayed or mislaid poems is unusually brisk. I refer this with unabated confidence in the ability and willingness of the constituency to unearth any and all of the selections submitted to it.

Copies of Poems

I should like to get these two poems. If any Cornerite has a copy of either or both: "The Christmas Home Coming" and "Because You Are an Old Sweetheart of Mine." Can anybody help me to get these? I should be grateful for the kindly act and try to reciprocate it when opportunity occurs. MRS. W. A. N. And yet another! There are undiscovered laws of coincidence which govern these "runs" upon particular topics and articles. Luckily, the Corner sleuths are adequate to the pressure. We shall get the two poems without fail.

Author of a Quotation

"Who said: 'To keep your hand shut is to keep it empty; the open hand is the one that gets full?' Maybe that is not just the language of the quotation. Is it



MANY STORES BREAK LAW BY SWEEPING DIRT INTO STREETS

Ordinance Approved by Councils March 7, 1882, Says Practice Is a Public Nuisance

ALSO DANGER TO HEALTH

This is the third of a special series of articles written especially for the Evening Ledger by Imogen B. Oakley, which will appear every Tuesday and every Friday with marginal notes which every citizen ought to know. Mrs. Oakley is corresponding secretary and a member of the Board of Directors of the Civic Club, chairman of the Civic Service Reform Committee of the State Federation of Women's Clubs, a member of the Executive Committee of the Pennsylvania League for Good Government, and a member of the National Municipal League.

By IMOGEN B. OAKLEY

According to an ordinance of Councils approved March 7, 1882: "To place any sweepings, or other dirt or rubbish from any store or other building, upon the streets of this city, or the footways thereof, except in proper receptacles," is declared to be a public nuisance and therefore prohibited.

Nearly all the small shopkeepers in Philadelphia, and some that are not so small, sweep the dirt's accumulation into the gutter, they are all violating this law, which forbids sweepings on either sidewalk or street.

Nothing can be more insanitary than this practice. Various women's clubs in the city have at times debated the question of sending printed requests to shopkeepers, asking them in the interest of the public health to put their sweepings into the ash can, or still better into the fire.

Why NOT in PHILADELPHIA? "If Berlin can have clean streets, why cannot Philadelphia?" is the indignant question of all those who have seen and admired the wonderful cleanliness of that city.

Philadelphia could have clean streets and have them once if she had a military government. The United States army gave clean streets to Havana and Manila and could do the same for Philadelphia if her citizens should desire to live under martial law. If all Philadelphia men were obliged to devote a number of years to military service and to learn the soldier's lesson of prompt and unquestioning obedience, there would doubtless be no more public expectation, no more throwing down of waste paper, no more sweepings of shops out into the streets.

WHAT A GERMAN DID.

I was once asked to remonstrate with a family of German immigrants who persisted in throwing all their household refuse into the yard of their next door neighbor. I explained to the man of the family that it was neither cleanly nor kind to dump refuse into a neighbor's yard and that therefore the law forbade his doing so. He looked at me with amazement and said: "But I thought this was a free country!"

He and his family had been cleanly in their own country, but they had been cleanly under compulsion; they had not been taught that the real reason for cleanliness is that one should love one's neighbor as one's self. The democratic ideal, as opposed to militarism, is that the people shall be taught the altruistic reasons for order and cleanliness, and to love and practice these virtues for their own sakes. But who shall do the teaching? Shall women's clubs and college settlements be depended upon, as is now the case? Or shall policemen instruct the householders on their beats? Or shall city ordinances relating to public health and cleanliness be included in the curriculum of all schools?

Woman's Club Doings

Today marks the first meeting of the Twentieth Century Club of Lansdowne for the new year. An interesting program has been arranged for the occasion, which will combine a business meeting with a literary one. "Present Day Essayists" will be discussed by Mrs. Edward C. Kirk. Thursday evening there will be a musicale, at which the artists will be Mr. and Mrs. Henry Holtz and William Gordon Thayer. The affair is under the auspices of the Entertainment Committee.

The regular monthly meeting of the Plastic Club will be held tomorrow afternoon at 4 o'clock. The main topic of discussion will be plans for the annual retreat, which is to be held this year on January 15. A Russian Pato is going to be the form of entertainment. The first meeting of Miss Edith Mann's sketch class will also be held tomorrow morning.

The stated meeting of the Philomusian Club, of West Philadelphia, will be held this afternoon at 3 o'clock. After the regular business of the club has been concluded, Mrs. Marshall S. Smith will discuss the work accomplished by the Drama League. Impressions of Japan, as given by Dr. Maude Hansche, will follow. Receiving with the president will be Mrs. Walter King Sharpe, Mrs. George Erety Shoemaker, Mrs. Samuel B. Vrooman, Mrs. George S. Matlack, director of the State Federation; Mrs. John Allen Blair, Mrs. George W. Smith, Mrs. William Minter Wills and Miss Florence Tiel. Mrs. Robert H. Fulton will preside at the tea table. A New Year's greeting by Mrs. Sharpe and a few short talks by club members will close the meeting.

A reception will also be held at the New Century Club tomorrow afternoon at a quarter before 3 o'clock. Mrs. H. Prentiss Nichols will be assisted in receiving by Mrs. Charles P. Jenkins, Mrs. Howard Sellers, Mrs. William P. Worth, Mrs. W. W. Doughton, Mrs. Elliston Perot and Mrs. O. H. Burritt. At the close of the meeting, Robert S. McClenahan, Ph. D., will speak on "Egypt, Today and Tomorrow."

"A Trip to the California Expositions Through the Camera" will be the subject of comment by Mrs. William C. Huston, assisted by Mrs. T. Frank Semman, before members of the Century Club of Norwood tomorrow afternoon. A musicale and tea will follow.

Orthopaedic Hospital Contributors

The annual meeting of the contributors to the Philadelphia Orthopaedic Hospital will be held at 4 o'clock this afternoon at the Hospital, 17th and Summer streets, to elect three managers to serve for the next four years.

TOO MUCH WORRY ABOUT COLD BOGY AND OUTSIDE EXPOSURE

By WILLIAM BRADY, M. D.

MRS. BLANK stopped for a brief chat on her way home the other day. She had a bundle, and from the end of the bundle protruded a small whip. We wondered what the whip was for. Well, Mr. Blank had asked her to get one. It seemed that little Dorothy Blank was becoming incorrigible. Why, the little vixen ran away down the street to meet him yesterday, and she didn't have a thing on her head! So Mr. Blank felt that stern duty compelled him to arm himself in defense of the health of the household. Now if one of our little girls should do a thing like that we wouldn't consider it criminal. We assume that our youngsters are not morons, and that any child of normal mentality is quite capable of doing a thing like that. If the cold is uncomfortable, and, of course, if the cold isn't uncomfortable it can't possibly do any harm. Why, it may even do good.

Think of the tremendous amount of needless, silly worrying people do about "exposure." We dare say no competent critic will produce any scientific evidence to disprove the statement that "colds" are just as contagious as diphtheria or tuberculosis. And we venture the opinion that no evidence will be forthcoming to prove that "exposure," without contact, can ever cause any kind of acute respiratory disease, be it "grip," coryza, bronchitis, pneumonia or just a general and ill-defined "cold." To be sure, the casual observer will cite all sorts of instances of real or fancied "exposure" followed in due course by illness. Well, before the role of the stegomyia mosquito was discovered, people were so sure that yellow fever was contagious that they enforced stringent quarantine when cases developed. We all know better now; we know that mosquito-netting is the only absolute barrier to the transmission of the disease. Exposure which is evidently not uncomfortable or actually enjoyed by the exposee is assuredly not a predisposing or contributing factor of ill health or disease.

Running out without anything around the shoulders never yet caused an illness, unless it was frostbite. Here is a rule which we commend to old folks, young folks and folks of middle age concerning the question of exposure to cold weather. If it is comfortable to be healthful.

QUESTIONS AND ANSWERS

Salt Not Antiseptic

I am advised that salt, taken in hot water each morning, is a splendid antiseptic to assist digestion. Do you approve of it?

Answer—It is not an antiseptic, and anyway an antiseptic would tend to delay digestion. A pinch of salt in a glass of hot water sipped early in the morning is a good laxative.

Lemons and "Acidity"

Are lemons bad for one with too much acidity of the blood? Answer—Lemons contain citric acid, which combines with alkalis and circulates in the blood as alkaline salts. Hence lemons make blood and urine less acid or rather more alkaline—blood never becomes acid in life.

The Answer

A lady I met in Cologne Was the fairest I ever have known. When I asked her to wed, You can guess what she said. When I tell you I'm living alone again, —Penn State Fresh.

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